

From: Will Graylin <wgraylin@roamdata.com>
To: Bill Bachrach Roam Data
CC: John Frontz
Sent: 5/30/2011 2:00:33 PM
Subject: Re: Invoice Summary for May

Yes, that is correct. In his original contract, outside of cost of material, we gave him \$3 margin per unit based on getting exclusivity for the product, now he has agreed to go to \$2 per unit margin.

John,
can you update an amendment for the contract and given we are not paying him in advance, maybe we can update that too so we're all on the same page. I don't want someone to buy BBPOS and we're stuck with the old contract).

Bill, you and Ben can further drive down pricing as volume of components can drop by another \$0.50 to \$1 with more volume (500K unit volume as we are approaching), that is separate from his \$2 margin now.

Thanks,
Will

From: Bill Bachrach Roam Data <bbachrach@roamdata.com>
Date: Mon, 30 May 2011 07:02:05 -0400
To: Will Graylin <wgraylin@roamdata.com>
Subject: FW: Invoice Summary for May

Will,

I have provided POs to Ben for \$6.52 for all of the swipers to being shipped through the month of June and NetSecure the first week in July.

From you e-mail, does this mean when Ben sends our next invoice that the cost will be \$5.52.

The reason for \$6.52 is that we have gone out and purchased Long Lead Time Items costing about \$3.60.

Please let me know if my understanding is correct.

Thanks,

Bill

E-Mail: bbachrach@roamdata.com
Mobile: 864-303-3189

From: Will Graylin [mailto:wgraylin@roamdata.com]
Sent: Sunday, May 29, 2011 12:43 PM
To: Ben Lo; Bill Bachrach
Cc: John Frontz; Kim Graylin
Subject: Re: Invoice Summary for May

Hi Ben,
Good connecting with you tonight. We will verify the invoices for May and process the payment asap.

With volume going up and pricing pressure pushing down, I really appreciate you agreeing to take \$1 off your \$3 per unit margin per our original agreement. This will take affect for the next invoice for any future units shipped going

We will update our agreement to reflect this change, thank you!

Best regards,

Will

From: Ben Lo <benlo@roamdata.com>

Date: Thu, 26 May 2011 14:54:40 +0800

To: Will Graylin <wgraylin@roamdata.com>, Bill Bachrach <bbachrach@roamdata.com>

Cc: John Frontz <jfrontz@roamdata.com>, Kim Graylin <kgraylin@roamdata.com>

Subject: Invoice Summary for May

Hi Will & Bill

Enclosed please find the PO summary for May. Please check.

Ben